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## MONTANA WHEAT SALES AND DELIVERY

JULY - DECEMBER 1973

JAN. - JUNE 1974



AUG 14 1974

## MONTANA CROP AND LIVESTOCK REPORTING SERVICE

P. O. Box 1726 - Helens, Montana 59601

Released: August 12, 1974

Information for this report was taken from results of a survey conducted by the Montana Crop and Livestock Reporting Service. Approximately 1,300 Montana grain producers responded to a questionnaire asking the quantity of wheat sold and wheat delivered during the first half of 1974. These quantities were then broken down into several different categories. No economic analysis is made on the data but is presented to producers and buyers of wheat as an aid in their decision-making and knowledge of marketing practice.

**METHOD OF SALE:** Of the wheat sold during the January-June 1974 period, 44 percent was sold for cash. This is an increase of only 2 percent from the last half of 1973. Contracted sales increased to 32 percent of total sales compared with 21 percent for the last 6 months of 1973. The deferred payment method of sale decreased from 36 to 23 percent while "other" methods remained the same at 1 percent.

**METHOD OF DELIVERY:** Farm and commercial trucks moved 97 percent of the total wheat delivered from farm storage to the first destination. Montana elevators received 91 percent of total deliveries during the survey period compared with 96 percent the last half of 1973. Terminals, mills and feeders received 2 percent of the total--rail cars, 3 percent--buyers' trucks, 3 percent--and other, 1 percent.

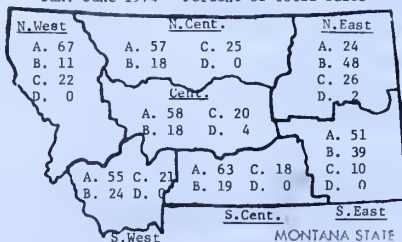
MONTANA WHEAT: METHOD OF SALES  
Percent of Total Sales July-December 1973 and January-June 1974  
By Crop Reporting Districts

CROP REPORTING DISTRICT	CASH 1/		CONTRACT 2/		DEFERRED PAYMENT 3/		OTHER METHOD 4/		TOTAL SALES	
	July- Dec. 1973	Jan.- June 1974	July- Dec. 1973	Jan.- June 1974	July- Dec. 1973	Jan.- June 1974	July- Dec. 1973	Jan.- June 1974	July- Dec. 1973	Jan.- June 1974
	----- Percent of Total -----									
N. West	83	67	13	11	4	22	--	--	100	100
N. Central	44	57	12	18	43	25	1	--	100	100
N. East	32	24	36	48	31	26	1	2	100	100
Central	50	58	10	18	39	20	1	4	100	100
S. West	62	55	4	24	34	21	--	--	100	100
S. Central	64	63	16	19	20	18	--	--	100	100
S. East	44	51	17	39	39	10	--	--	100	100
STATE	42	44	21	32	36	23	1	1	100	100

- 1/ Wheat sold with sale, delivery and payment occurring within a 15-day period.  
2/ Wheat sold with contract terms calling for delivery at least 15 days after contract date, payment received at delivery or before.  
3/ Wheat sold with contract (s) stating payment dates that are at least 15 days after delivery.  
4/ Barter, trade, etc.

WHEAT - Reported Method of Sale by District  
Jan.-June 1974 - Percent of Total Sales

- A = Cash Basis  
B = Contract Sales  
C = Deferred Payment  
D = Other



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MONTANA WHEAT: METHOD OF DELIVERY  
Percent of Total Deliveries by Crop Reporting Districts

Method of Delivery	N.W. DIST.	N.C. DIST.	N.E. DIST.	CENT. DIST.	S.W. DIST.	S.C. DIST.	S.E. DIST.	STATE	STATE JULY- DEC. 1973
January through June 1974									
----- Percent -----									
Delivered by farm truck or commercial trucker	99	99	99	98	97	92	100	98	99
To elevator in Montana	91	92	96	96	97	73	96	92	96
To terminal, mill, or feeder in Montana	6	1	--	--	--	13	--	2	1
To elevator, terminal, mill or feeder out of State	--	1	1	--	--	--	4	1	1
To rail car	--	4	1	2	--	6	--	3	1
Other	2	1	1	--	--	--	--	--	--
Loaded into buyers truck on producer's farm	1	1	1	2	3	8	--	2	1
All other means of delivery	--	--	--	--	--	--	--	--	--
TOTAL DELIVERED	100	100	100	100	100	100	100	100	100

Funds for this project were provided by the Montana Department of Agriculture matched with Federal funds under the Matching Funds program of the Consumer & Marketing Service, USDA as provided by the Agricultural Marketing Act of 1946.

Daniel L. Herbert,  
Agr. Statistician-in-Charge

Sidney W. Lebahn,  
Agr. Statistician

George Lackman, Commissioner  
Montana Department of Agriculture

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STATISTICAL REPORTING SERVICE  
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# MONTANA WHEAT SALES AND DELIVERY

JULY - DECEMBER 1973

STATE DOCUMENTS



APR 2 1974

## MONTANA CROP AND LIVESTOCK REPORTING SERVICE

P. O. Box 1726 - Helens, Montana 59601

Released: March 28, 1974

The information for this report was collected in January 1974. A survey questionnaire was mailed to Montana grain producers asking them to report for the 6-month period July - December 1973 the amount of wheat sold by various arrangements and the amount delivered by method of delivery. Marketing practices have changed dramatically in recent months. This survey was designed to measure those changes and the results should be beneficial to all persons working in the various phases of agricultural production and marketing. In July, growers will be surveyed to obtain comparable information for the period January - June 1974. The Montana Crop and Livestock Reporting Service makes no economic analysis based on survey results, but only presents the findings as an aid to growers and other agricultural people. The sample included nearly 4 million bushels reported by 750 growers.

**METHOD OF SALE:** The table below shows that 42 percent of the wheat sold July - December 1973 was sold on a cash basis. Contract sales involved 21 percent, deferred payments were arranged for 36 percent and "other" methods accounted for the remaining 1 percent.

These percents vary from one area of the State to another. In the northwest, crop reporting district cash sales accounted for 83 percent of the wheat sold, while in the northeast district only 32 percent of the wheat sales were on a cash basis.

Contract sales ranged from 4 percent in the southwest to 36 percent in the northeast.

Deferred payment sales represented 4 percent of the wheat sold in northwest Montana and 43 percent in northcentral.

### MONTANA WHEAT METHOD OF SALE JULY - DECEMBER 1973

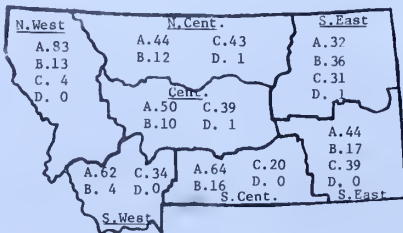
(Shown as Percent of Total Sold by Crop Reporting Districts)

METHOD OF SALE	N.W. DIST.	N.C. DIST.	N.E. DIST.	CENT. DIST.	S.W. DIST.	S.C. DIST.	S.E. DIST.	STATE
	Percent							
Cash 1/	83	44	32	50	62	64	44	42
Contract 2/	13	12	36	10	4	16	17	21
Deferred Payment 3/	4	43	31	39	34	20	39	36
Other Method 4/	--	1	1	1	--	--	--	1
<b>TOTAL SALES</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>

- 1/ Wheat sold with sale, delivery and payment occurring within a 15-day period.
- 2/ Wheat sold with contract terms calling for delivery at least 15 days after contract date, payment received at delivery or before.
- 3/ Wheat sold with contract (s) stating payment dates that are at least 15 days after delivery.
- 4/ Barter, trade, etc.

### WHEAT - Reported Method of Sale by District Percent of total Sales

- A = Cash Basis  
B = Contract Sales  
C = Deferred Payment  
D = Other



METHOD OF DELIVERY: Wheat delivered in the July - December 1973 period was moved from the farm to first destinations primarily by farm truck or commercial trucker--99 percent moved by these means. Trucks hauled 96 percent of total deliveries to Montana elevators. Four other types of delivery shared about equally in the deliveries--1 percent went to terminals, mills or feeders in Montana; 1 percent out of State--to elevators, terminals, mills, or feeders; 1 percent to rail cars on track; and 1 percent loaded directly into buyer's truck on producer's farm.

These percents vary by geographic location as shown by the table below.

MONTANA WHEAT METHOD OF DELIVERY JULY - DECEMBER 1973 (Shown as Percent of Total Deliveries by Crop Reporting Districts)								
Method of Delivery	N.W. DIST.	N.C. DIST.	N.E. DIST.	CENT. DIST.	S.W. DIST.	S.C. DIST.	S.E. DIST.	STATE
	----- Percent -----							
Delivered by farm truck or commercial trucker	96	99	99	98	99	98	100	99
To elevator in Montana	96	97	97	90	99	89	98	96
To terminal, mill, or feeder in Montana	--	1	--	1	--	5	--	1
To elevator, ter- minal, mill or feeder out of State	--	--	2	--	--	4	2	1
To rail car	--	1	--	7	--	--	--	1
Other	--	--	--	--	--	--	--	--
Loaded into buyers truck on producer's farm	4	1	1	2	1	--	--	1
All other means of delivery	--	--	--	--	--	2	--	--
TOTAL DELIVERED	100	100	100	100	100	100	100	100

Funds for this project were provided by the Montana Department of Agriculture matched with Federal funds under the matching funds program of the Consumer & Marketing Service, USDA as provided by the Agricultural Marketing Act of 1946.

Daniel L. Herbert,  
Agricultural Statistician-in-Charge

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